



DEPARTMENT OF THE ARMY
HEADQUARTERS UNITED STATES ARMY FORCES COMMAND
1777 HARDEE AVENUE SW
FORT MCPHERSON GEORGIA 30330-1062

REPLY TO
ATTENTION OF

AFLG-PR

28 May 1998

MEMORANDUM FOR SEE DISTRIBUTION

SUBJECT: Contracting Information Letter (CIL) 98-27

1. This CIL contains information on the following:

a. Maximizing Contract Opportunities for People Who Are Blind or Severely Disabled Through Acquisition Reform Initiatives and

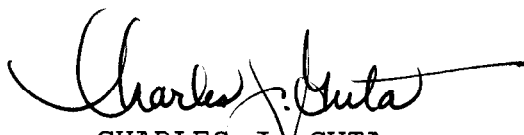
b. Promotion and Command Selection Rates for Functional Area (FA)97 - Contracting and Industrial Management.

2. Maximizing Contract Opportunities for People Who Are Blind or Severely Disabled Through Acquisition Reform Initiatives.

Reference memo, SARD-PS, 11 May 1998, SAB (encl 1). In this memo, Dr. Oscar is stressing the importance of maximizing contract opportunities for persons with disabilities. He also requests that Government IMPAC cardholders be reminded to make every effort to identify and purchase JWOD products.

3. Promotion and Command Selection Rates for Functional Area (FA)97 - Contracting and Industrial Management. Reference memo, SARD-ZAC, 6 May 1998, SAB (encl 2). A number of FA97 officers serving in contingency contracting assignments have voiced concern that they are not faring well on promotion and command selection boards. LTG Paul J. Kern has reviewed recent board results and determined that contingency contracting officers have fared well. For additional information, please contact LTC John Clemons, DSN 367-5510.

2 Encls
as


CHARLES J. GUTA
Colonel, AC
Chief, Contracting Division, DCSL&R
Principal Assistant Responsible
for Contracting

AFLG-PR

SUBJECT: Contracting Information Letter (CIL) 98-27

DISTRIBUTION:

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REPLY TO
ATTENTION OF

DEPARTMENT OF THE ARMY
OFFICE OF THE ASSISTANT SECRETARY
RESEARCH DEVELOPMENT AND ACQUISITION
103 ARMY PENTAGON
WASHINGTON DC 20310-0103

11 MAY 1998



SARD-PS

MEMORANDUM FOR SEE DISTRIBUTION

SUBJECT: Maximizing Contract Opportunities for People Who Are Blind
Or Severely Disabled Through Acquisition Reform Initiatives

As we streamline the acquisition process for obtaining supplies and services, it is essential that appropriate measures be taken encourage expanded use of acquisition programs established to increase employment and training opportunities for persons who are blind or have other severe disabilities. The Javits-Wagner-O'Day (JWOD) Program is a unique Federal effort that trains such individuals to be skilled producers of supplies or providers of services. The challenge is to maintain and facilitate JWOD program participation as we move into the automation-dominated market place.

Using the JWOD Program, the Government satisfies its supply and service requirements, as people with disabilities gain experience and income, often decreasing or eliminating their dependence on public benefits. This very desirable objective is accomplished through the work of hundreds of private nonprofit organizations (and a few state agencies) throughout the nation. These local agencies are associated with one of two nonprofit organizations, the National Industries for the Blind (NIB) and NISH, both valued partners in our efforts to assure that Army customers receive a wide range of quality products and services, on time, at reasonable prices.

My purpose in writing this memorandum about maximizing contract opportunities for persons with disabilities goes beyond reminding you that the JWOD Program is a valued asset in mission accomplishment. I am seeking your assistance in ensuring its continued viability in our very fluid acquisition environment, in which the mandate to support the JWOD initiative may be overlooked. I am particularly interested, through your efforts, in assuring that the JWOD Program has access to, and whenever possible, is expanded through Army prime vendor relationships, electronic catalog arrangements and forthcoming paperless contracting systems. In addition, actions to outsource individual functions or consolidate supply or service requirements should consider prime or subcontractor opportunities for agencies employing persons with disabilities.

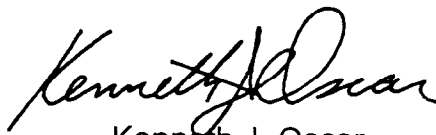


The statutory requirement to acquire supplies and services at all dollar values from the JWOD Program (NIB and NISH) must be considered and adopted in planning all streamlining efforts. Electronic platforms devised for contracting actions must ensure the JWOD Program is included through contact and coordination at the beginning of planning actions undertaken to re-engineer acquisition programs. I am interested in your suggestions in furtherance of that objective.

It is requested that Government IMPAC cardholders be reminded to make every effort to identify and purchase JWOD products, using printed catalogs or the internet site at www.jwod.gov, before purchasing commercial products on the open market. A listing of the more than 6300 items of supply and hundreds of different services provided under the JWOD Program is too large to include in this memorandum, but may be found (along with ordering information) at that site. I suggest you browse through that site to discover the range of products and services available from the agencies that employ people who are blind or severely disabled. Kimberly Zeich, (703) 603-7748, fax (703) 603-0655, e-mail kzeich@jwod.gov or Robert Hartt, (703) 603-7742, fax (703) 603-0655, e-mail rhartt@jwod.gov, will work with those in your offices who use IMPAC cards to assure that cardholders do not unknowingly violate the JWOD law.

As the Army member of the Committee that administers the JWOD Program, I have visited both production facilities of nonprofit agencies associated with NIB or NISH, as well as Army installations that have procured the services of such agencies. The workplace dynamic between customer and provider is quite remarkable. Given the opportunity, people with disabilities under the JWOD Program consistently deliver the quality product or service that we require. In return, they seek the means to be productive, self-supporting citizens, as do we all.

My point of contact is Ray Kelly, DSN 761-7563, fax (703) 681-7580, or e-mail kellyr@sarda.army.mil.

A handwritten signature in black ink, appearing to read "Kenneth J. Oscar". The signature is fluid and cursive, with the first name "Kenneth" being more prominent.

Kenneth J. Oscar
Acting Assistant Secretary of the Army
(Research, Development and Acquisition)



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ATTENTION OF

DEPARTMENT OF THE ARMY
OFFICE OF THE ASSISTANT SECRETARY
RESEARCH DEVELOPMENT AND ACQUISITION
103 ARMY PENTAGON
WASHINGTON DC 20310-0103

MAY 13 1998

6 MAY 1998

SARD-ZAC

MEMORANDUM FOR SEE DISTRIBUTION

SUBJECT: Promotion and Command Selection Rates for Functional Area
(FA)97—Contracting and Industrial Management

On a number of occasions you have voiced concerns that FA97 officers serving in contingency contracting assignments are not fairing well on promotion and command selection boards. I have reviewed recent board results and am pleased to report to you that contingency contracting officers have fared well.

Officers serving in contingency contracting are successful and are recognized by senior Army leadership for their performance and contributions. The FY98 LTC Promotion Board promoted FA97s at the same rate (60%) as the Army Competitive Category. FA97 Officers with contingency contracting experience were selected near this rate at 55%. The results of the FY99 LTC Acquisition Command Board, released April 14, 1998, reflect very favorably on officers with contingency experience. Of the nine FA97 officers selected for LTC Acquisition Command, four (44%) served one or more tours in contingency contracting. This is a fair representation based upon MAPL distribution as 40% of the officers selected should have served at least one tour in contingency operations.

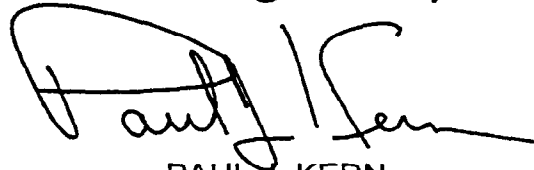
FA97 officers selected for promotion to LTC, and subsequent selection for acquisition command, all shared above average performance and a breadth of experience in contract administration, contingency and systems contracting.

I remain concerned that the PERSTEMPO for contingency contracting officers is too high and that the absence from their normal assignment places hardship on supervisors as well. I am committed to reduce these hardships.

ENCL 2



As an enclosure to this memo, you will find an information paper on recent promotion and command selections. I encourage you to share this information with your military officers throughout your organizations and stress to them the importance of diversity in acquisition assignments. Should you have any questions, please provide them to LTC Mike Bonheim, DSN 664-7106, e-mail bonheimm@sarda.army.mil.



PAUL J. KERN
Lieutenant General, GS
Director
Army Acquisition Corps

Enclosure

DISTRIBUTION:

PRINCIPAL ASSISTANTS RESPONSIBLE FOR CONTRACTING
HQ, U.S. ARMY MATERIEL COMMAND, ATTN: AMCRDA-AC (PARC),
5001 EISENHOWER AVENUE, ALEXANDRIA, VA 22333-0001
U.S. ARMY AVIATION AND MISSILE COMMAND, ATTN: AMSAM-AC,
REDSTONE ARSENAL, AL 35898-5280
U.S. ARMY CHEMICAL AND BIOLOGICAL DEFENSE COMMAND,
ATTN: AMSCB-PO, BUILDING E4455, ABERDEEN PROVING
GROUND, MD 21010-5423
U.S. ARMY COMMUNICATIONS-ELECTRONICS COMMAND, ATTN:
AMSEL-AC, FORT MONMOUTH, NJ 07703-5000
U.S. ARMY INDUSTRIAL OPERATIONS COMMAND, ATTN: AMSIO-
AC, ROCK ISLAND, IL 61299-6000
U.S. ARMY SOLDIER SYSTEMS COMMAND, ATTN: AMSSC-AC,
KANSAS STREET, NATICK, MA 01760-5011
U.S. ARMY TANK-AUTOMOTIVE AND ARMAMENTS COMMAND,
ATTN: AMSTA-AQ, WARREN, MI 48397-5000
U.S. ARMY TEST AND EVALUATION COMMAND, ATTN: AMSTE-PR,
ABERDEEN PROVING GROUND, MD 21005-5055
U.S. ARMY RESEARCH LABORATORY, ATTN: AMSRL-CS-PR, 2800
POWDER MILL ROAD, ADELPHI, MD 20783-1197

INFORMATION PAPER

SARD-ZAC
22 April 1998

SUBJECT: Promotion and Command Selection Rates for Officers Serving in Contingency Contracting Assignments

1. Purpose. Provide recent board results of FA97 officers in order to dispel the perception that officers serving in contingency contracting assignments are promoted and selected at rates less than officers serving in system commands, contract management, or Army staff assignments. FA97s with contingency contracting in fact are promoted and selected for command at rates commensurate with officers serving in other MACOMs. Officers are selected based upon demonstrated performance and potential for increased responsibility across the spectrum of acquisition assignments.

2. Lieutenant colonel promotion statistics resulting from the 1998 board.

- a. The Army Competitive Category (ACC) overall promotion rate to LTC was 60%.
- b. The AAC overall promotion rate was 62%.
- c. Thirty-two (32) YG81 FA97 officers were considered by the FY98 LTC selection board; 19 (60%) of those officers were selected for promotion to lieutenant colonel, 13 were not selected for promotion. Two (2) FA97 officers were selected below-the-zone.
- d. Of the 32 FA97 officers, 11 served in contingency contracting assignments. Of those 11 officers, six (55%) were selected for promotion to LTC.

3. Selection for LTC Acquisition Command.

a. Forty-eight (48) FA97 officers were selected for LTC command over the last five years. Of the 48 officers, 30 (63%) have had one or more tours in DLA, 27 (56%) with one or more tours in AMC, 19 (40%) with one or more tours on ARSTAF, 19 (40%) with one or more tours in contingency contracting, and 16 (33%) in other assignments.

b. The FY99 LTC Acquisition Command board selected nine FA97 officers. Of the nine officers, five (55%) served in DLA, three (33%) in AMC, three (33%) on ARSTAF, four (44%) in contingency, and five (55%) in other.

c. These percentages compare favorably to the distribution of officers across the MACOMs from 1993 through 1997. The probability of an officer serving in a particular MACOM based upon the distribution of MAPL positions (FY93 –FY97), assuming officers have up to three tours from time of accession and selection for command, is as follows: DLA – 62%, AMC – 60%, ARSTAF – 38%, Contingency – 46%, Other – 40%.